

MERCATOR:

O R,

Commerce Retrieved,

B E I N G

CONSIDERATIONS on the State of the *British* Trade, &c.From **Saturday**, November 14. to **Tuesday**, November 17. 1713.

The Opposers unconcern'd for their own Reputation when, after the Treaty shall be made Effectual, the Trade to France shall appear to be to our Advantage, by the Experiment of the Practice.

No room for them to doubt but it will be so.

The first Proposition being proved, the Mercator lays down his second, (viz.) That after the Treaty is passed, our Importations from France shall be less than ever.

The Price of Wines in France being, by their own Confession, like to be three times as great as before, and the Customs in England above three times as high; that Encrease of the Rate of the Wines must sink our Exportation, because Dearness of everything lessens the Consumption.

Remarks on the Shifts they make to evade this.

THE MERCATOR cannot but wonder, that the Opposers of the Treaty of Commerce with France should make no provision in their Conduct now, before the Experiment is made against the Reproaches, which will necessarily fall upon them, for being Enemies to their Country; when, after the Treaty is made Effectual, and the Trade shall be opened, as there is no room to Question will be done, the MERCATOR shall be able to make it appear, by the Trade it self, that the Advantage of it to Great-Britain is as great as has been affirmed.

When the true Schemes of Trade shall be produced, and the two Essentials, which we can now speak of, only as future and to come, shall then be present, and evidently appear to be true, (viz.) 1. That our Exportations to France shall be more than ever; And, 2. That our Importations shall be less than ever:

How will their Writers against the Treaty be made more Contemptible than they are now, if that be possible; and the modest People, who are now Imposed upon and Deluded, be Convinc'd by Demonstration, that they were so Imposed upon and Deluded; and that these People have really been carrying on a Wicked Party-Design, at the Expence of our general Commerce.

That this Time is very near, they cannot be so stupid as to Question; and, as they will then have nothing to say in Defence of their present Proceeding, they ought in prudence to consider, whether they are not doing that now, which they will have much Reason to be asham'd of, if they should appear afterwards to have been in the Wrong.

The MERCATOR has now gone thro' his first Proposition, and, as he believes, sufficiently proved, that in Case the present Treaty of Commerce takes place, our Exportations to France will be much greater than they have ever been since the Year 1664.

The Objections which have been raised from the French falling into our Manufactures, and making our Broad-Cloth as good as we make it, working Cheaper, selling Cheaper, &c. has been spoken to and Exposed as it deserves, tho' not so much as it deserves.

We therefore pass from it to the next General, with which this whole Argument may be drawn to a Conclusion, (viz.) That as our Exportations to France shall BE MORE, so our Importations from France shall BE LESS, than Ever they were before.

By Ever, is to be understood since the Trade has been in any manner settled, or we have any Accounts to produce, and to bring it to a Certainty; we will suppose it for fifty Year back, or as far farther as the Opposers desire.

To prove this, there is nothing to do, but to lay down the Circumstances of our Importation, as it was before the War, and as it is to be after this Treaty takes place; and enquire, if there are not some fundamental Principles to be formed from the Situation of the Trade, which will make our Conclusion necessary: Let the Particulars be examin'd.

Before the War, the Wine and Brandy was exceedingly plentiful in France, and consequently very Cheap, being generally bought at Eight or Nine Pound per Ton, one sort with another: This, the MERCATOR believes, no Merchant, who has been of any standing in the Trade, will deny.

As it was very Cheap in France, so the Duty upon it in England was very small, (viz.) 1 l. 10 s. per Ton the Brandy, and 7 l. 10 s. per Ton the Wine, or thereabout; as has been formerly proved by the MERCATOR.

Albeit the Testimony of the Opposers is of small weight in this Case, yet it may be thought sufficient against themselves, or else it is of no Use at all. Now they have taken a great deal of Pains to prove to us, that the French Wine shall, even after the Peace, and after

after the Treaty may take place, be at no less a Price than 25 l. per Ton first Cost in France. Vid. the *Guardian*, and other Papers, not worth naming.

Now tho' this Argument may not be granted by the *MERCATOR*, neither indeed is the Fact proved, because they have Printed it, and expect to be taken upon their word, it is there a just Argument to be used against them.

Add to this what we all know, and the *MERCATOR* has shewn; (viz.) That by the Treaty, the Duty upon French Wines is to continue at 27 l. per Ton on their Importation, which added to the Prime Cost in France, as above, is thus, leaving out odd Money:

Prime Cost	—	l. 25
Custom	—	l. 27
		l. 52 per Ton.

The Value before the War was thus:

Prime Cost in France	l. 8 —
Custom in England	l. 7: 10
	l. 15: 10 per Ton.

Now to prove, that we shall Import as much Wine after the Treaty takes place as we did before, they must run into this Absurdity, (viz.) That the Dearness will not lessen the Consumption; and that we shall drink as much Wine at 52 l. per Ton as we did at 15 l. 10 s. per Ton first Cost.

On the other Hand, The *MERCATOR* desires no fairer Proof of what he has proposed than this; Let them stand to their own words, (viz.) That the Prime Cost of the Wine in France shall be 25 l. per Ton, and we all know the Duty is to be 27 l. per Ton, something over, which, as above, is 52 l. per Ton in the whole: And he thinks it is sufficiently proved, that our Importation and Consumption must be less than it was at 15 l. 10 s. Prime Cost and Custom put together; or else the Dearness of any Commodity does not lessen the Consumption.

The *MERCATOR* has not heard, (for as for reading all their Papers he never yet bestow'd so much time on them) but he has not heard, that they ever thought fit to enter upon the Debate of this part: It lies so directly against them, that it is impossible any one should answer it.

What can be said against a Proposition so fair? They have own'd, that Wines will be dearer in France than they were before: They know, that the Custom is to be above three times as much in England as it was before, and yet they would have us allow, that as much shall be Imported as was before; which is too gross for them to put upon any body but those, who stand ready to believe and to propagate any Absurdity they please to lay down.

It is remarkable, that these People, blinded by their own Heat, and thinking they had a mighty Advantage of the *MERCATOR*, took a great deal of Pains to prove it as an unanswerable Truth, that the French Wines should ever hereafter bear a higher Price in France than they did before. They might have guess'd by the faint Opposition made to them, that it had been but a false Attack, that was made on that side; for the *MERCATOR* knowing into what Absurdity they were running, and that they would not fail to hamper themselves, and fall into the Net they were spreading, resolv'd to prompt them on, and give them Rope enough.

And now let the World see, how they will get out of this Dilemma; and let them answer these Consequences fairly and plainly if they can.

1. If they shall be dearer than ever, less shall be consumed than ever, because *Dearness lessens Consumption*.

2. If they shall cost 25 l. per Ton, which is more by 7 l. than the Portugal Wines are to be bought for, then there will be the same Difference between the French Wines and the Portugal Wines still as was desired. The Portugal Wine will come dearer to Market than the French, which if they cost equal Price at first, could not be so by their own Argument. The Portugal Trade will not be hurt.

To help this out, they fly to a Shift, (viz.) The Difference of Freight, (viz.) That the French Wines are brought from France at 1 l. per Ton Freight, and the Portuguese cost 4 l. per Ton. The *MERCATOR* will not call this a Lye, tho' false, because he desires not to imitate them in the Foulness of the Mouth, which is a Commodity they are willing to make a Monopoly of to the Use and Behoof of their own Party: But the Truth is, it is a Proof their Writer is Ignorant, and is Imposed upon; for it is a Truth all the Navigating and Merchandizing part of England knows, That 40 s. per Ton was the utmost Price given for Freight to Portugal, till the War raised the Rate. Four Pound! *alas*, it was never known: Four Pound was a Freight for Leghorn: For Six Pound we Sail'd to Jamaica or Virginia, both out and home. They ought to go to School to Men of Experience, before they affirm such Things as these.

Thus they have brought themselves into a Dilemma, which they can no way shuffle themselves out of, but by unsaying all they had said before, and bringing back the prime Cost of French Wines to where it was before, and proving, that by the Treaty, the Customs are to be no more than they were before; by both of which they will ruin their famous Ballance in Value, of which such unaccountable things have been said by them.

If then the Price shall be dearer, the Quantity must be less: Let them come off of that how they can.

From the Wine and Brandy we proceed to the French Silks, of which much Clamour has been endeavour'd to be raised; but the Justice of the Treaty has so clearly been made out, that they have not been able to raise the Mob, as they vainly expected, on that Account: of which more shall be said in our next.

From the CUSTOM-HOUSE.

Nov. 13. Goods Exported to France in one Day.

156 l. Wrought Iron
224 l. Wrought Brass
56 l. Haberdashery
14 Whips
4438 l. Cotton Wooll
1620 ps. Glass Wares
15 Gall. Canary
90 C. Logwood
* 580 C. Brown Sugar
* 3 Ton Oyl
* 148 C. Rice



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